

Keith Rejino

El Dorado Hills, CA

keith@caprate-advisors.com

949-293-8615

Real Estate Investment, Development, and Acquisitions Professional with many years of direct experience. History leading large-scale real estate development, construction, sales and marketing, financial and market analysis, and asset management of projects. Experience leading underwriting actions for CRE Development and Banking utilizing Argus and Excel in various markets nationwide. Expert in computer programming and mathematics that has enabled the development of advanced, user-friendly financial models in both banking and real estate development.

Core Competencies

- Real Estate Development
- Real Estate Investment and Acquisition
- Project Management
- Housing Development
- Bank and Investor Relations
- Market Research and Analysis
- Contract Negotiation and Management
- Client and Customer Relations

Professional Experience

CRE Real Estate Consultant

Cap Rate Advisors, LLC, El Dorado Hills, CA

2015 – Present

- Directly underwrite over 125 projects across 11 states totaling over \$1.7B to date; projects include multifamily, apartment construction, condo conversions, retail, hybrid condo/apartment conversions, and land development.
- Conduct financial analyses for all real estate transactions, model acquisitions, and holds, and work with multiple partners to calculate deal points to maximize returns; develop improved programs to streamline contract management, tracking, and cash flow analysis.
- Craft and implement strategic plans for targeted properties, focus on maximizing return on investments with complete rehab, repair, and maintenance projects; develop and deliver comprehensive asset reports including costs, forecasted income, and market strength to partners, outlining status of each property to help in determining future actions.
- Drive proposal process, work with stakeholders to gain understanding of properties, timelines, and transactions, craft custom proposals for agreements and contracts, and lead communications and continual follow up with selling parties.
- Oversee strategic partner relationship management, lead consistent communications, focus on maintaining ties, nurturing relationships, and providing market updates, and deliver post-transaction support and issue resolution when needed; able to secure high partner satisfaction scores while developing profitable referral pipelines.
- Streamline real estate investment operations processes, update acquisition and development policies, establish new network of acquisition partners, and implement new agreements, process checklists, and technical systems; efforts successfully reduced transaction completion times.
- Introduce and enhance new waterfall financial modeling, develop complex models with user-determined variables, adjust calculations based on current market conditions, and lead technical trainings for staff on use; enabled business partners to make more accurate investment decisions quicker while saving time and money.
- Lead closing of CRE loans with lenders, work directly with financing and processing personnel to plot out closing timelines, address and resolve issues, and communicate with stakeholders on updates, concerns, and payments.

Notable Projects:

- Led underwriting of historic Los Angeles multifamily project, developed new model, tracked ROE through multiple equity requests, and coordinated bridge loans and preferred equity partners; helped managing partners make impactful decisions to help transform a 37-unit multifamily/retail project into an updated 58-unit multifamily/retail property with an expected sale date in Summer of 2020.
- Completed 4 custom land development models with multiple custom waterfalls, developed underwriting models for single and multi-family housing projects, outlined complex transformations of each project, and calculated cash flow of each project to determine ROE; minimized risk and facilitated timely project completion.
- Additional projects include; \$105M, 476-unit multifamily project near Mile High Stadium in Denver, multiphase construction of 3 separate multifamily/retail projects in West Oakland totaling \$228M, and an 81-unit apartment in Kent, WA for \$20.5M with a condo conversion exit strategy.

Senior Underwriter, Income Property Department

Simplicity Bank, Covina, CA

2011 – 2014

- Underwrote commercial real estate loans up to \$7.5M, including analyses of subject property financial statements and cash flow, and borrowers' tax returns, financial statements, credit reports and background checks; reviewed and analyzed due diligence materials including title, appraisal, environmental, and presented recommendations to Credit Committee for approval; helped bank exceed commercial real estate loan dollar limit in second year.

- Awarded Credit Approval Authority by bank leadership, given authority to review and sign off on all loan documentation, funding requirements, and wire instructions prior to loan funding; able to solely approve recourse loans up to \$1.5M; gained advanced knowledge of functions of loan officer, processor, and closer.
- Redesigned underwriting model, added summaries and analysis to data, and outlined more concrete risk parameters for commercial real estate loans; greatly improved loan approval process, reduced turnaround times, and lowered bank risk.
- Developed new underwriting processes, introduced new Excel-based tracking system, standardized duties and deadlines for each job function, and documented all steps; reduced loan approval process time, improved efficiency of the Income Property Department, and enhanced client relations.
- Created and delivered trainings to Loss Mitigation department, focused on TDR modifications for high risk commercial real estate loans, and the overall underwriting process; improved personnel's ability to effectively analyze loans and minimize risk.
- Served as Retail Loan Officer, handled refinance and loan modification requests from current customers originating multiple loans; reviewed special asset loans for the Risk Management Department and provided analysis and recommendations.

Vice President, Finance and Acquisitions

Statewide Acquisition Corporation, Newport Beach, CA

2004 – 2008

- Led financial analysis and underwriting for commercial real estate investment company, responsible for reviewing and approving all due diligence materials from seller, lender, and third-parties, and underwrote acquisitions upwards of \$550M with analysis of market, financials, development and city fees, leases, and rent roll.
- Designed and implemented new Excel-based underwriting and financial reporting models, streamlined asset management process, which enabled more accurate measurement on variances and identification of discrepancies with property management teams.
- Commended by lenders, property managers, sellers, escrow officers, and attorneys for executing all real estate transactions on time and with clear communication and organization; identified by Merrill Lynch Capital as being one of "The best real estate closers we have ever worked with."

Notable Accomplishments

- Responsible for the underwriting and closing of \$212M in commercial real estate transactions in 1 year.
- Advised Partners not to acquire 3 projects that were deemed good investments but resulted in real estate losses, saving company over \$18M.
- Directed Partners to acquire a 56-unit multifamily project in Dublin, CA which was believed to be too small but provided over \$5.0M in profit within 8 months.

Additional Professional Experience

Analyst / Asset Manager, Commercial Origination and Asset Management

Fremont Investment & Loan, Anaheim Hills, CA

- Underwrote and analyzed an average of 175 loan submission packages annually with upwards of \$30M for office, retail, industrial, multifamily, marinas, mixed-use, self-storage, and hotel properties.
- Supported 4 Loan Production Officers in market research, loan approval write-ups, commercial property valuations, and loan structuring.
- Completed internal asset management valuations by analyzing rent rolls, operating statements, anchor tenant financials, tenant leases, and wrote up market analysis including detailed sale, and lease comp adjustments.

Education

Argus Software Certification, Argus Enterprise

ID: EKP-0024-9609-3376-4208

Certified Financial Modeling Specialist (CFMS), Scored 96%

B.A. in Business Administration, Financial Management, Cal State Fullerton, Fullerton, CA

Software Skillsets

- Microsoft Office, Excel, Word, Outlook, PowerPoint, and Argus Enterprise 10

Additional Information

- Author of "Leading the Champions Among You" book